

Message Text

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64

ACTION AF-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

----- 043761

R 191300Z DEC 73

FM AMCONSUL CAPE TOWN

TO USDOC WASH DC

INFO SECSTATE WASHDC 3676

AMCONSUL JOHANNESBURG

UNCLAS CAPE TOWN 0721

E.O.11652 :N/A

TAGS :BEXP SF

SUBJ :PRIVATE TRADE OPPORTUNITY

1. 791/02/P22

2. 121473

3. J.MULLIGAN

4. 791 SOUTH AFRICA

5. DY--ELECTRICAL AND MECHANICAL ENGINEERS AND CONTRACTORS

6A. REPLY TO--

6B. MR.F.W.LOWN,MANAGER,ELECTRONICS & COMMUNICATIONS

6C. P.O.BOX 333, HUDACO HOUSE,SACKS CIRCLE,BELLVILLE,CAPE
PROVINCE.

7. CABLE DYNAMO; TEL. 97-0811

8. --

9. 104-11. 9A. DIRECT SALE AND DISTRIBUTORSHIP

10. 3662163-0100. MARINE RADIO TELEPHONE EQUIPMENT,TYPES:
M/F. SSB RADIO TELEPHONE 1.6MHZ TO 4.1MHZ H/F. SSB RADIO
TELEPHONE 4.PHMZ TO 22MHZ(DETAILS OF EQUIPMENT COMPLIANCE WITH
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INTERNATIONAL MARINE REGULATIONS FOR COMPULSORY AND NON COMPULSORY

FITTING TO VESSELS ARE REQUESTED); VHF MARINE BAN FM 6-12-18-24
CHANNEL CRYSTAL CONTROLLED EQUIPMENTS WITH 25 KHZ AND EVENTUAL
12.5KHZ CHANNEL SPACING; VHF MARINE MULTI CHANNEL CRYSTAL CONTROLLED
OR SYNTHESIZED EQUIPMENT WHICH COVERS DUPLEX AND PRIVATE CHANNEL
OPERATION; MARINE BAND PORTABLE 2-3-4-5 CHANNEL; AUTOMATIC D/F
RECEIVERS 1.6MHZ TO 4.2MHZ EITHER POINTER INDICATION OR BY CATHODE
RAY TUBE.

3662165-0200. GROUND RADION TELEPHONE EQUIPMENT, TYPES: CITIZENS
BAND 27MHZ 1&2CHANNEK 100M WATT AM MODULATION PERSONAL HAND
PORTABLES; 29MHZ BAND 1 AND 2 CHANNEL 5WATT AMMM HAND PORTABLES;
VHF IN THE 40 MHW, 70MHZ AND 146 TO 172 MHZ BAND. FM AND AM;
CAR MOUNTING MOBILES 5-10-15-20. 25-30WATTS FOR DASH MOUNTING AND
BOOT/TRUNK MOUNTING. SINGLE AND MULTI CHANNEL; PERSONAL HAND PORTABLES
100 MW TO 5WATT SINGLE AND UP TO 5 CHANNEL SETS WITH RECHARGEABLE
CELLS OR ALTERNATIVELY DRY CELLS; BASE STATIONS UP TO 12 CHANNEL 10,2
5
50, WATT STANDARD TALK/LISTEN OPERATION AND DETAILS OF FACILITIES FOR
TALK THROUGH AND LAND LINE AND UHF LINK OPERATION FROM REMOTE POSIT-
IONS;
UHF 420 TO 470 MHZ FM FOR CAR MOUNTING MOBILES 0.5 TO 5 WATTS FM
UP TO 4 CHANNEL, PERSONAL HAND PORTABLES 100MW TO 0.5WATT, SINGLE
TO 4 CHANNEL, BASE STATIONS UP TO 4 CHANNEL 0.5, 5 TO 10 WATT
STANDARD TALK/LISTEN OPERATION AND DETAILS OF FACILITIES FOR TALK
THROUGH
AND LAND LINE AND UHF LINK OPERATION FROM REMOTE POSITIONS; PAGING
EQUIPMENT FOR CITIZENS, VHF AND UHF BANDS, POCKET RECEIVERS TONE
ONLY, TONE/VOICE, ENCODER UNITS. TRANSMITTERS, SELECTIVE CALLING
DEVICES FOR MOBILE VHF AND UHF RECEIVERS; ANTENNA SYSTEMS FOR
ABOVE APPLICATIONS. DESCRIPTIVE LEAFLETS AND INDICATION OF PRICE
REQUESTED FOR ALL ITEMS.

THE BUYER'S BUSINESS IS THAT OF MERCHANTS, ELECTRICAL AND MECHANICAL
ENGINEERS AND CONTRACTORS OF NUMEROUS BRANCHES AND SUBSIDIARY
COMPANIES THROUGHOUT SOUTHERN AFRICA. THE FIRM IS QUOTED ON THE
JOHANNESBURG STOCK EXCHANGE; EMPLOYS A CAPITAL OF R21.5MILLION;;
ANNUAL SALES EXCEED R40MILLION. BUYER IS UNABLE TO ESTIMATE
HIS ANNUAL SALES POTENTIAL OF RADIO TELEPHONE EQUIPMENT. CURRENT
SALES IN THIS FIELD IN SOUTH AFRICA TOTAL R15 MILLION ANNUALLY;
HE IS CONFIDENT THAT HE CAN SECURE A FAIR PORTION OF THE MARKET.
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GAMON

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NNN

Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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